

TASN
Profit & Loss Budget Performance
October 2021

	Oct 21	Budget	Sep - Oct 21
Ordinary Income/Expense			
Income			
4000 · Scholarship / Education	0.00	989.58	0.00
4050 · Grants and Contracts	0.00	0.00	0.00
4100 · Conference			
4101 · Exhibits	3,590.00	24,552.08	196,140.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,385.42	0.00
4103 · Registration			
A · Early Bird	0.00	23,625.00	0.00
B · Regular	0.00	1,333.33	0.00
Total 4103 · Registration	0.00	24,958.33	0.00
4105 · Non-Member Packet	0.00	833.33	0.00
4107 · One Day Reg.	0.00	0.00	0.00
4108 · Retired Registration	0.00	33.33	0.00
4110 · Onsite	0.00	416.67	0.00
4115 · Meals / Evening Event	0.00	0.00	0.00
4126 · Seminars			
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00
4126 O · Sanitation	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00
Total 4126 · Seminars	0.00	416.67	0.00
4131 · Misc. Conference	0.00	0.00	0.00
4132 · Chapter Tables	0.00	16.67	0.00
4134 · Annual Sponsors	0.00	2,916.67	0.00
Total 4100 · Conference	3,590.00	60,529.17	196,140.00
4200 · PCS.			
4201 · PCS Sponsorship	0.00	2,500.00	0.00
4202 · PCS Registration	900.00	6,562.50	900.00
Total 4200 · PCS.	900.00	9,062.50	900.00
4300 · Training			
4302 · TASN Certification	900.00	2,500.00	1,680.00
4303 · Cont. Education Workshops	0.00	0.00	0.00
4309 · Administrative Academy	6,600.00	916.67	7,700.00
4310 · Managers Academy	0.00	1,316.67	0.00
Total 4300 · Training	7,500.00	4,733.34	9,380.00
4400 · Pass Through			
4407 · Sales Tax	0.00	16.67	0.00
Total 4400 · Pass Through	0.00	16.67	0.00
4450 · TASNews /Advertising	1,700.00	2,916.67	1,700.00
4500 · Membership Dues			
4501 · State Dues (Membership Dues)	11,635.00	13,750.00	62,377.33
4502 · Industry Dues (Membership Dues)	500.00	3,083.33	16,387.50
Total 4500 · Membership Dues	12,135.00	16,833.33	78,764.83
4600 · Board of Directors			
4619 · TASN Leadership Camp	0.00	625.00	0.00
Total 4600 · Board of Directors	0.00	625.00	0.00
4700 · Headquarters			
4704 · Misc. Income	0.00	125.00	0.00
4708 · Invest. Interest and Dividends	0.00	2,500.00	-3,705.51
4717 · Emporium	0.00	0.00	0.00

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4721 · SNA LAC Sponsors/ Guests	0.00	416.67	0.00
4723 · Directors List/ Labels	0.00	0.00	0.00
Total 4700 · Headquarters	0.00	3,041.67	-3,705.51
Total Income	25,825.00	98,747.93	283,179.32
Gross Profit	25,825.00	98,747.93	283,179.32
Expense			
66900 · Reconciliation Discrepancies	0.00	0.00	0.00
7100 · Conference.			
7101 · Exhibits	0.00	3,900.00	0.00
7102 · Registration	0.00	2,500.00	0.00
7111 · Facillities	0.00	3,333.33	0.00
7112 · Awards / Trophies/ Ribbons	0.00	208.33	0.00
7113 · Awards Ceremony	0.00	375.00	0.00
7115 · Banquet	0.00	6,250.00	0.00
7116 · Industry Event	0.00	7,500.00	0.00
7120 · Special Meals / Events	0.00	333.33	0.00
7121 · Conference Planning	0.00	125.00	572.16
7123 · Staff Travel / Photographer	0.00	375.00	0.00
7124 · General Sesssions	0.00	3,333.33	0.00
7125 · Learning Sessions	0.00	2,083.33	0.00
7130 · Annual Meeting	0.00	458.33	0.00
7131 · Misc. Conference	0.00	541.67	0.00
7132 · Conf. Temps	0.00	416.67	0.00
7136 · T-Shirt Cost	2,214.77	625.00	2,214.77
7138 · Chapter Tables	0.00	41.67	0.00
7100 · Conference. - Other	0.00	0.00	0.00
Total 7100 · Conference.	2,214.77	32,399.99	2,786.93
7200 · PCS			
7201 · PCS	0.00	6,666.67	0.00
7200 · PCS - Other	0.00	0.00	0.00
Total 7200 · PCS	0.00	6,666.67	0.00
7300 · Training.			
7309 · Administrative Academy	19.46	583.33	19.46
7310 · Managers Academy	0.00	666.67	0.00
Total 7300 · Training.	19.46	1,250.00	19.46
7400 · Pass Through.			
7405 · SNA- TX Delegation Dinner/Misc.	0.00	375.00	0.00
7407 · Sales Tax	0.00	16.67	0.00
Total 7400 · Pass Through.	0.00	391.67	0.00
7500 · Publications			
7501 · TASNews	0.00	0.00	0.00
7502 · Graphic Designer	0.00	2,083.33	0.00
Total 7500 · Publications	0.00	2,083.33	0.00

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	Oct 21	Budget	Sep - Oct 21
7600 · Board of Directors.			
7601 · Executive Committee	759.00	3,000.00	759.00
7602 · Public Policy & Legislative	0.00	541.67	0.00
7603 · Membership	0.00	208.33	0.00
7604 · Organizational Affairs	0.00	125.00	0.00
7605 · Education	0.00	208.33	0.00
7606 · Area Representatives	0.00	1,000.00	0.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00
7609 · Nominating Committee	0.00	125.00	0.00
7610 · Industry Committee	0.00	166.67	0.00
7612 · Board of Dir. Meeting	0.00	416.67	0.00
7613 · Parliamentarian	0.00	125.00	0.00
7614 · Other Authorized meetings	4,172.67	83.33	4,172.67
7619 · Leadership Camp	0.00	416.67	0.00
Total 7600 · Board of Directors.	4,931.67	6,541.67	4,931.67
7700 · Headquarters.			
7701 · Rent	3,866.13	3,916.67	11,598.39
7702 · Staff Travel & Meetings	38.00	833.33	265.73
7702A · Staff Training	0.00	416.67	0.00
7703 · Office Supplies	0.00	416.67	211.34
7704 · Misc. Expense	357.42	416.67	533.16
7705 · Printing	0.00	889.08	0.00
7706 · Telephone	238.51	500.00	585.95
7707 · Postage	1,935.15	916.67	2,541.63
7708 · Banking Fees	29.95	16.67	41.95
7709 · S/C Merchant Account	498.30	833.33	905.03
7710 · PC & Server Maintenance	1,283.85	1,500.00	2,708.54
7711 · Professional - Dues	395.00	183.33	395.00
7712 · Capital Outlay	0.00	250.00	0.00
7713 · Copier Maintenance Agreement	897.61	1,166.67	1,795.22
7715 · Property Tax	0.00	54.17	0.00
7716 · Insurance (G/L,Event,W/C)	0.00	541.67	-150.00
7718 · Marketing	443.60	416.67	887.20
7719 · Classified Ads	0.00	0.00	0.00
7720 · Ballot Systems	0.00	291.67	0.00
7722 · Temp Fees	0.00	0.00	0.00
7723 · Database Maintenance	0.00	0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00
7730 · Membership	0.00	0.00	0.00
Total 7700 · Headquarters.	9,983.52	13,559.94	22,319.14
7800 · Staff			
7801 · Gross Wages			
7809 · Contract /WC Chargeback/Intuit	4,490.83	0.00	4,497.33
7801 · Gross Wages - Other	14,102.89	25,166.67	32,306.81
Total 7801 · Gross Wages	18,593.72	25,166.67	36,804.14
7802 · Company Medicare	201.31	364.92	460.97
7803 · Company FICA	860.82	1,560.33	1,971.02
7804 · FUTA (Federal Unemployment)	0.00	28.00	0.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	0.00
7807 · Retirement Benefits	1,410.26	2,500.00	2,329.56
7808 · Employee Medical Insurance	2,016.43	3,062.50	3,954.34
7800 · Staff - Other	0.00	0.00	0.00
Total 7800 · Staff	23,082.54	32,729.67	45,520.03

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Accrual Basis

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	<u>Oct 21</u>	<u>Budget</u>	<u>Sep - Oct 21</u>
7900 · Outside Services.			
7902 · Website Design & Hosting	303.81	1,333.33	303.81
7903 · Accounting	0.00	1,166.67	0.00
7904 · Legal Fees	1,976.50	208.33	2,669.50
Total 7900 · Outside Services.	2,280.31	2,708.33	2,973.31
8000 · Scholarships / Education	0.00	416.67	0.00
Total Expense	42,512.27	98,747.94	78,550.54
Net Ordinary Income	-16,687.27	-0.01	204,628.78
Other Income/Expense			
Other Income			
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	-966.17
Total Other Income	0.00	0.00	-966.17
Net Other Income	0.00	0.00	-966.17
Net Income	<u><u>-16,687.27</u></u>	<u><u>-0.01</u></u>	<u><u>203,662.61</u></u>

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Ordinary Income/Expense	YTD Budget	Annual Budget
Income		
4000 · Scholarship / Education	1,979.16	11,875.00
4050 · Grants and Contracts	0.00	0.00
4100 · Conference		
4101 · Exhibits	49,104.16	294,625.00
4101A · Kitchen Space Rental / ICE	0.00	0.00
4102 · \$275 Ind. Event	12,770.84	76,625.00
4103 · Registration		
A · Early Bird	47,250.00	283,500.00
B · Regular	2,666.66	16,000.00
Total 4103 · Registration	49,916.66	299,500.00
4105 · Non-Member Packet	1,666.66	10,000.00
4107 · One Day Reg.	0.00	0.00
4108 · Retired Registration	66.66	400.00
4110 · Onsite	833.34	5,000.00
4115 · Meals / Evening Event	0.00	0.00
4126 · Seminars		
4126 N · Train the Trainer (I,II,III)	0.00	0.00
4126 O · Sanitation	0.00	0.00
4126 P · Safety	0.00	0.00
4126 W · Grant Writing	0.00	0.00
4126 · Seminars - Other	833.34	5,000.00
Total 4126 · Seminars	833.34	5,000.00
4131 · Misc. Conference	0.00	0.00
4132 · Chapter Tables	33.34	200.00
4134 · Annual Sponsors	5,833.34	35,000.00
Total 4100 · Conference	121,058.34	726,350.00
4200 · PCS.		
4201 · PCS Sponsorship	5,000.00	30,000.00
4202 · PCS Registration	13,125.00	78,750.00
Total 4200 · PCS.	18,125.00	108,750.00
4300 · Training		
4302 · TASN Certification	5,000.00	30,000.00
4303 · Cont. Education Workshops	0.00	0.00
4309 · Administrative Academy	1,833.34	11,000.00
4310 · Managers Academy	2,633.34	15,800.00
Total 4300 · Training	9,466.68	56,800.00
4400 · Pass Through		
4407 · Sales Tax	33.34	200.00
Total 4400 · Pass Through	33.34	200.00
4450 · TASNews /Advertising	5,833.34	35,000.00
4500 · Membership Dues		
4501 · State Dues (Membership Dues)	27,500.00	165,000.00
4502 · Industry Dues (Membership Dues)	6,166.66	37,000.00
Total 4500 · Membership Dues	33,666.66	202,000.00
4600 · Board of Directors		
4619 · TASN Leadership Camp	1,250.00	7,500.00
Total 4600 · Board of Directors	1,250.00	7,500.00
4700 · Headquarters		
4704 · Misc. Income	250.00	1,500.00
4708 · Invest. Interest and Dividends	5,000.00	30,000.00
4717 · Emporium	0.00	0.00

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	YTD Budget	Annual Budget
4721 · SNA LAC Sponsors/ Guests	833.34	5,000.00
4723 · Directors List/ Labels	0.00	0.00
Total 4700 · Headquarters	6,083.34	36,500.00
Total Income	197,495.86	1,184,975.00
Gross Profit	197,495.86	1,184,975.00
Expense		
66900 · Reconciliation Discrepancies	0.00	0.00
7100 · Conference.		
7101 · Exhibits	7,800.00	46,800.00
7102 · Registration	5,000.00	30,000.00
7111 · Facilities	6,666.66	40,000.00
7112 · Awards / Trophies/ Ribbons	416.66	2,500.00
7113 · Awards Ceremony	750.00	4,500.00
7115 · Banquet	12,500.00	75,000.00
7116 · Industry Event	15,000.00	90,000.00
7120 · Special Meals / Events	666.66	4,000.00
7121 · Conference Planning	250.00	1,500.00
7123 · Staff Travel / Photographer	750.00	4,500.00
7124 · General Sessions	6,666.66	40,000.00
7125 · Learning Sessions	4,166.66	25,000.00
7130 · Annual Meeting	916.66	5,500.00
7131 · Misc. Conference	1,083.34	6,500.00
7132 · Conf. Temps	833.34	5,000.00
7136 · T-Shirt Cost	1,250.00	7,500.00
7138 · Chapter Tables	83.34	500.00
7100 · Conference. - Other	0.00	0.00
Total 7100 · Conference.	64,799.98	388,800.00
7200 · PCS		
7201 · PCS	13,333.34	80,000.00
7200 · PCS - Other	0.00	0.00
Total 7200 · PCS	13,333.34	80,000.00
7300 · Training.		
7309 · Administrative Academy	1,166.66	7,000.00
7310 · Managers Academy	1,333.34	8,000.00
Total 7300 · Training.	2,500.00	15,000.00
7400 · Pass Through.		
7405 · SNA- TX Delegation Dinner/Misc.	750.00	4,500.00
7407 · Sales Tax	33.34	200.00
Total 7400 · Pass Through.	783.34	4,700.00
7500 · Publications		
7501 · TASNews	0.00	0.00
7502 · Graphic Designer	4,166.66	25,000.00
Total 7500 · Publications	4,166.66	25,000.00

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	YTD Budget	Annual Budget
7600 · Board of Directors.		
7601 · Executive Committee	6,000.00	36,000.00
7602 · Public Policy & Legislative	1,083.34	6,500.00
7603 · Membership	416.66	2,500.00
7604 · Organizational Affairs	250.00	1,500.00
7605 · Education	416.66	2,500.00
7606 · Area Representatives	2,000.00	12,000.00
7607 · BOC - Past President's Advisory	250.00	1,500.00
7609 · Nominating Committee	250.00	1,500.00
7610 · Industry Committee	333.34	2,000.00
7612 · Board of Dir. Meeting	833.34	5,000.00
7613 · Parliamentarian	250.00	1,500.00
7614 · Other Authorized meetings	166.66	1,000.00
7619 · Leadership Camp	833.34	5,000.00
Total 7600 · Board of Directors.	13,083.34	78,500.00
7700 · Headquarters.		
7701 · Rent	7,833.34	47,000.00
7702 · Staff Travel & Meetings	1,666.66	10,000.00
7702A · Staff Training	833.34	5,000.00
7703 · Office Supplies	833.34	5,000.00
7704 · Misc. Expense	833.34	5,000.00
7705 · Printing	1,778.16	10,669.00
7706 · Telephone	1,000.00	6,000.00
7707 · Postage	1,833.34	11,000.00
7708 · Banking Fees	33.34	200.00
7709 · S/C Merchant Account	1,666.66	10,000.00
7710 · PC & Server Maintenance	3,000.00	18,000.00
7711 · Professional - Dues	366.66	2,200.00
7712 · Capital Outlay	500.00	3,000.00
7713 · Copier Maintenance Agreement	2,333.34	14,000.00
7715 · Property Tax	108.34	650.00
7716 · Insurance (G/L,Event,W/C)	1,083.34	6,500.00
7718 · Marketing	833.34	5,000.00
7719 · Classified Ads	0.00	0.00
7720 · Ballot Systems	583.34	3,500.00
7722 · Temp Fees	0.00	0.00
7723 · Database Maintenance	0.00	0.00
7725 · Depreciation Expense	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00
7730 · Membership	0.00	0.00
Total 7700 · Headquarters.	27,119.88	162,719.00
7800 · Staff		
7801 · Gross Wages		
7809 · Contract /WC Chargeback/Intuit	0.00	0.00
7801 · Gross Wages - Other	50,333.34	302,000.00
Total 7801 · Gross Wages	50,333.34	302,000.00
7802 · Company Medicare	729.84	4,379.00
7803 · Company FICA	3,120.66	18,724.00
7804 · FUTA (Federal Unemployment)	56.00	336.00
7805 · SUI (State Unemployment Tax)	94.50	567.00
7807 · Retirement Benefits	5,000.00	30,000.00
7808 · Employee Medical Insurance	6,125.00	36,750.00
7800 · Staff - Other	0.00	0.00
Total 7800 · Staff	65,459.34	392,756.00

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	<u>YTD Budget</u>	<u>Annual Budget</u>
7900 · Outside Services.		
7902 · Website Design & Hosting	2,666.66	16,000.00
7903 · Accounting	2,333.34	14,000.00
7904 · Legal Fees	416.66	2,500.00
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Total 7900 · Outside Services.	5,416.66	32,500.00
8000 · Scholarships / Education	833.34	5,000.00
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Total Expense	197,495.88	1,184,975.00
Net Ordinary Income	-0.02	0.00
Other Income/Expense		
Other Income		
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00
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Total Other Income	0.00	0.00
Net Other Income	0.00	0.00
Net Income	<u><u>-0.02</u></u>	<u><u>0.00</u></u>